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# EURO ASIA TERMINALS INC.

*"Satisfying Customers with Cost-Effective Logistics Solutions"*

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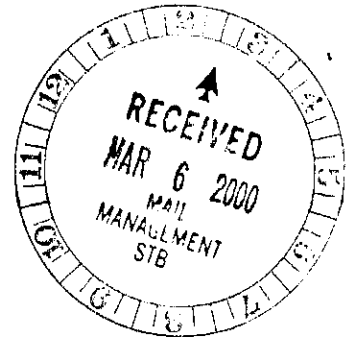
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600 Evans Avenue  
Vancouver, B.C. V6A 2K9  
Tel: 604-307-6353 FAX: 604-685-2472  
February 22, 2000.

Mr. Vernon A. Williams, Secretary  
Surface Transportation Board  
Office of the Secretary  
Case Control Unit  
Attn: STB Ex Parte No. 582  
1925 K Street, N.W.  
Washington, D.C. 20423-0001

Office of the Secretary

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## Support for CN-BNSF Combination

Dear Sir:

Euro Asia Terminals is a Container Freight Station and logistics provider and relies heavily on rail transportation to serve customers in Canada and the US. We transload various products (forest products, grain, steel, plastic, metals, general merchandise, etc) from rail to containers and truck (and visa versa) to help extend the reach of customers to local and export/import markets. The attachment provides further background on our business. We handle about 1500 containers per month. We rely heavily on transportation links with 70% of our business dependent on rail (CN, CP, BNSF) with the balance on truck.

The purpose of my letter is express full support for the CN-BNSF combination and we urge the Surface Transportation Board to endorse this initiative and allow the CN-BNSF combination to be given a fair hearing for the following reasons:

- It will extend our reach to serve more customers and markets with single rail connections.
- Service and productivity will improve without the delays of some rail interchanges.
- An opportunity for an integrated, more comprehensive approach in setting strategy with CN-BNSF to grow the business and extend the reach of our customers.
- Truck, CP (and other railways) and market competition provide the safety-net we need to ensure that CN-BNSF will continue to provide competitive rates and quality service.
- The combination will improve the service and ability of North American shippers to compete globally with a more efficient, cost-effective rail system resulting from consolidation.

Overall, my view is that the CN-BNSF combined system, and our partnership with them, will offer North American shippers, importers and exporters greatly expanded service options and gateway choices; a coordinated marketing plan; reduced transit times; enhanced reliability; unified customer service information, including easier tracking, tracing and ordering; simplified billing; greater capacity in areas subject to congestion; and improved asset utilization. The benefits for Euro Asia Terminals is more business, more profit and happier customers.

We trust the Surface Transportation Board will proceed with their comprehensive process to fairly evaluate this combination initiative and the positive impact on businesses and the public interest. It would be regrettable to let other railroads use the Surface Transportation Board process to protect themselves and not the shippers and receivers.

Sincerely,

Steve Cymet

Director, Marketing & Logistics (cell: 604-307-6353)

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## **New Vancouver Transload Facility Provides: Reliability. Service. Flexibility.**

Euro Asia has created a multi-purpose transload/warehouse facility that delivers economic and logistics benefits to shippers, consignees and carriers:

- ⇒ Rail and truck access, together with warehouse/cross-dock facilities, and certified truck scale come together to serve markets throughout Vancouver, the Lower Mainland, Canada, the United States and the Pacific Rim.
- ⇒ 30 years of transportation experience delivering innovative distribution solutions at competitive prices to satisfy your expectations and those of your customers.
- ⇒ Provides a complete range of logistics; distribution; bagging; repackaging; inbound/outbound transloading; warehousing; cartage; and export loading services. Our sufferance-bonded warehouse facilities are within 3 miles of Vanterm and Centerm.
- ⇒ Accommodating your distribution needs for a variety of products including lumber, paper, pulp, grain, metal products, finished goods, steel, and reefer cargo.
- ⇒ Personalized service and expertise to carefully assess your requirements and deliver cost-effective distribution solutions that fit with your business objectives.

Euro Asia has been operating since 1985 and has recently acquired 13 acres with three warehouse/cross-dock facilities (on Evans Ave. near Main and Terminal Ave.) and over 80,000 square feet of secure warehouse space on CN rail sidings. Outside storage is also available at the transload terminal. We have a team of dedicated professionals striving to make your company more productive, more efficient and more competitive.

Euro Asia Terminals will help you extend your business reach with these advantages:

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| * <b>Easy access to Vanterm/Centerm</b>             | * <b>Just-In-Time services</b>           |
| * <b>Import/Export capabilities</b>                 | * <b>Secure outside storage</b>          |
| * <b>Rail served with 2 switches/day</b>            | * <b>Container freight station acres</b> |
| * <b>Expertise - knowledgeable, committed staff</b> | * <b>Electronic commerce</b>             |
| * <b>Container stuffing and de-stuffing</b>         | * <b>Complete and reliable cartage</b>   |
| * <b>Third part demurrage liability</b>             | * <b>Certified Unloader Program</b>      |

Please contact Euro Asia to discuss ways we can assist you to speed products to market, reduce inventory investments and improve your customer service.

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**Steve Cymet, Director Marketing & Logistics (Cell: 604-307-6353)**

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